

# PRESS RELEASE

Paris, July 25<sup>th</sup> 2024  
5:40pm



## BUSINESS IN FIRST HALF 2024: + 2.9%

- Moderate organic growth: + 0.9%
- 2 acquisitions overseas

€ million	H1 2023	H1 2024	YoY Var.
<b>Revenue</b>	<b>2,047.9</b>	<b>2,108.0</b>	+ 2.9%
▪ Of which France	654.7 i.e 32.0 % of total revenue	692.1 i.e 32.8 % of total revenue	+ 5.7%
▪ Of which International	1,393.2 i.e 68.0 % of total revenue	1,415.9 i.e 67.2 % of total revenue	+ 1.6%

### BUSINESS AT THE END OF JUNE 2024: + 2.9%

In the second quarter, business growth was stable compared with the first quarter. Trends per geography and vertical remained unchanged. As a result, growth in the 2<sup>nd</sup> quarter was 2.8% (5.4% in France; 1.6% outside France). On a like-for-like basis, growth was 1%: 5.4% in France and -1.1% outside France.

At the end of June, first-half growth stood at 2.9%: 5.7% in France, 1.6% outside France. On a like-for-like basis, growth was 0.9% (5.7% in France and -1.4% outside France).

The Defence & Security, Civil Aeronautics, Automotive and Rail sectors continue to grow.

France and Southern Europe achieved satisfactory organic growth. Asia and North America are stable. Germany, Northern and Eastern Europe, as well as the United Kingdom posted declines, affecting the Group's business.

### EXTERNAL GROWTH:

#### **2 ACQUISITIONS OVERSEAS**

In Asia (Vietnam/Japan): a company specialising in software development (€20m revenue, 950 consultants)

In Poland: a company specialising in IT services (€18m revenue, 250 consultants)

#### **EXCLUSIVE NEGOTIATIONS TO ACQUIRE WORLDGRID**

ALLEN has entered into exclusive negotiations with Atos for the acquisition of Worldgrid, a European leader specialising in Energy and Utilities solutions in France, Germany and Spain, particularly in the Nuclear sector. The transaction, which is subject to the usual regulatory approvals, is expected to be completed by the end of 2024. (2023 revenue: €170m; 1,100 employees)

## **OUTLOOK FOR 2024:**

As anticipated, the first half of 2024 was a continuation of the first quarter.

Apart from the USA, where some positive signs are emerging, there are no tangible signs of a foreseeable improvement in the second half.

Given the persistently gloomy macro-economic context, Alten now forecasts organic growth of between 1.1% and 1.4% for the year as a whole.

Accordingly, Alten expects its activity rate to be slightly lower than last year, as well as the SG&A to revenue coverage ratio. The operating margin on activity will therefore be impacted and should range between 8.7% and 8.9% for the year 2024, with a marked seasonality between the first and second half due to the calendar. (3 working days difference between first and second half).

## **PUBLICATION OF HALF-YEAR RESULTS 2024:**

September 19th, 2024 after market closed (conference on Friday September 20, 2024)

### **About ALTEN**

***For more information: [www.alten.com/investisseurs](http://www.alten.com/investisseurs) / Journalists' details: [alten@hopscotch.fr](mailto:alten@hopscotch.fr)***

*As a European Leader in Engineering and Technology Consulting (ETC), ALTEN carries out design and research projects for Technical and IT divisions of major clients in industry, telecoms and services.*

*ALTEN's stock is listed in compartment A of the Euronext Paris market (ISIN FR000001946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP100, and is eligible for the deferred Settlement Service (SRD).*

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*Appendix to press release:*

## Definition of alternative performance measures and reconciliation with IFRS standards

The ALLEN Group uses alternative performance measures especially selected to follow up on its operational activities. The Group has chosen these measures as they supply additional information allowing the users of periodic financial information to have a comprehensive understanding of the Group's performance. Such alternative performance measures are complementary to IFRS standards.

### Revenue growth on a like-for-like basis (i.e. organic growth)

Growth on a like-for-like basis (and constant exchange rate) is calculated excluding the effects of exchange rate variations and the variations of the consolidation scope on a chosen period.

Exchange rate impacts are measured by converting the revenue of the period with the average exchange rate from the previous period.

Scope variation impacts are measured excluding acquisitions, revenue of the period and for transfers, revenue of the previous period, in order to create a scope which is identical to the previous period. This alternative measure enables to identify the real performance of the Group in terms of activity on the chosen period.

*This alternative measure enables to identify the real performance of the Group in terms of activity on the chosen period.*

### Evolution of business in H1 2024

€M	H1 2023 Revenue	H1 2024 Revenue	% Change
<b>Revenue on a like-for like basis</b>	<b>2,037.9</b>	<b>2,056.1</b>	<b>0.9%</b>
France	654.7	692.1	5.7%
International	1,383.2	1,363.9	- 1.4%
<b>Scope variation</b>	<b>10.0</b>	<b>51.9</b>	<b>2.0%</b>
France		-	-
International	10.0	51.9	3.0%
<b>Exchange rate impact</b>		<b>0.0%</b>	<b>0.0%</b>
France		-	-
International		0.0	0.0
<b>Group Revenue</b>	<b>2,047.9</b>	<b>2,108.0</b>	<b>2.9%</b>
France	654.7	692.1	5.7%
International	1,393,2	1,415,9	1.6%